

## Message Text

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PAGE 01 THE HA 06985 221057Z  
ACTION FSI-03

INFO OCT-01 EUR-12 ISO-00 EB-07 COME-00 PER-03 /026 W  
----- 091183 /21  
R 221021Z DEC 76  
FM AMEMBASSY THE HAGUE  
TO SECSTATE WASHDC 9612

UNCLAS THE HAGUE 6985

E.O. 11652: N/A  
TAGS: AFSI, NL  
SUBJECT: FSI COMMERCIAL LOCALS U.S. TRAINING PROGRAM

REF: STATE 293289

1. WE NOMINATE TWO CANDIDATES FROM THE THREE POSTS IN THE NETHERLANDS TO THE SIX WEEKS TRAINING PROGRAM IN THE U.S. FSL-4 ABRAHAM J. GROEN OF CONGEN ROTTERDAM AND FSL-3 FRANK R. BAULING OF EMBASSY THE HAGUE. BOTH GROEN AND BAULING ARE YOUNG MEN IN EXCELLENT HEALTH WITH PROMISING CAREER POTENTIAL, WHO WOULD BENEFIT GREATLY FROM TRAINING. BOTH CANDIDATES HAVE PERFORMED IN A SUPERIOR MANNER IN CARRYING OUT THEIR DUTIES, WHICH INVOLVE MANAGING CCP CAMPAIGNS, COUNSELING AND VISITING U.S. AND DUTCH BUSINESSMEN, COLLECTING AND REPORTING COMMERCIAL DATA, MAINTAINING CONTACTS WITH KEY PRIVATE AND PUBLIC OFFICIALS, MARKET RESEARCH, AND ORGANIZING GROUP FLIGHTS TO APPROPRIATE U.S. TRADE EXHIBITIONS. BOTH HAVE POISE AND ARE CAPABLE OF HANDLING THEMSELVES WELL BEFORE AN AUDIENCE. ALTHOUGH NEITHER CANDIDATE HAS COMPLETED THE COMMERCIAL CORRESPONDENCE COURSE, THEY BOTH HAVE SUFFICIENT COMMERCIAL EXPERIENCE AT POST TO FULFILL REQUIREMENT, AND THEY HAVE PARTICIPATED IN A REGIONAL SEMINAR.

### 2. CANDIDATES' BACKGROUND.

A. ABRAHAM J. GROEN, BORN JULY 4, 1944, ROTTERDAM, WITH DONGEN  
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ROTTERDAM FOR FOUR YEARS, FLUENT ENGLISH. PRESENT POSITION: COMMERCIAL SPECIALIST. PRIOR TO JOINING CONGEN STAFF, GROEN WORKED IN OCEAN TRANSPORTATION FIELD FOR NINE YEARS, FINAL POSITION BEING ASSISTANT MANAGER OF A CONTAINER TRANSPORT FIRM. VISITS TO FIRMS AND/OR TRADE EXHIBITIONS RELATING TO FOOD PROCESSING AND PACKAGING, SECURITY AND SAFETY EQUIPMENT,

POLLUTION CONTROL EQUIPMENT, AND MATERIAL HANDLING EQUIPMENT WOULD BE ESPECIALLY HELPFUL FOR GROEN'S WORK AT CONGEN. GIVEN WIDE RANGE OF SECTORS COVERED BY GROEN AND DIVERSITY OF U.S. EXPORTS TO THE NETHERLANDS IT WOULD BE BEST FOR GROEN TO VISIT MAJOR U.S. COMMERCIAL CENTERS INCLUDING NEW YORK, CHICAGO, OAKLAND, ATLANTA, AND SEATTLE.

B. FRANK R. BAULING, BORN MAY 31, 1945, SURABAYA, INDONESIA, WITH EMBASSY SEVEN YEARS, FLUENT ENGLISH. PRESENT POSITION: COMMERCIAL SPECIALIST. PRIOR TO JOINING EMBASSY BAULING WORKED FOR FOUR YEARS AS A COMMERCIAL ASSISTANT FOR A LARGE DUTCH BANK AND IN SALES OF CONSUMER PRODUCTS FOR A BRITISH FIRM. INDUSTRIES OF PARTICULAR SIGNIFICANCE IN BAULING'S WORK ARE AIRCRAFT (PARTICULARLY AVIONICS AND AIR TRAFFIC CONTROL EQUIPMENT, COMMUNICATIONS EQUIPMENT, AND POWER GENERATING EQUIPMENT. RELEVANT CITIES: LOS ANGELES, SAN DIEGO, HOUSTON, NEW YORK, AND CHICAGO.

3. WE BELIEVE BOTH CANDIDATES ARE EQUALLY WELL QUALIFIED FOR TRAINING AND THAT BOTH WOULD PROFIT GREATLY FROM EXPERIENCE. IF FORCED TO RANK CANDIDATES, GROEN MUST BE GIVEN PRIORITY IN VIEW OF NEED TO HAVE AS EQUAL AS POSSIBLE DISTRIBUTION OF SKILLS AMONG CONGEN AND EMBASSY. HOWEVER, WE STRONGLY RECOMMEND THAT BOTH CANDIDATES BE GIVEN FAVORABLE CONSIDERATION. MCCLOSKEY

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 22 DEC 1976  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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**Enclosure:** n/a  
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**Office:** ACTION FSI  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 76 STATE 293289  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** vogelfj  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 16 JUN 2004  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <16 JUN 2004 by chengls>; APPROVED <09 DEC 2004 by vogelfj>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
04 MAY 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FSI COMMERCIAL LOCALS U.S. TRAINING PROGRAM  
**TAGS:** AFSI, NL  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006